

Sales Memo

To: All Burnham Commercial Cast Iron Reps

From: Bill Bloom--BC National Sales Manager

Date: 3/7/2012

Re: Department Of Energy Regulations

As you may be aware, the Department of Energy (DOE) has mandated new industry wide minimum efficiencies forcing us to make design changes to some of our cast iron and other product lines.

As previously communicated, we have discontinued the FD boiler line as well as the V903 oil fired boiler. No other V9 series boiler is affected by the DOE changes. MPC boilers are not affected in any way.

The series 8, series 5 and V11 boilers lines are impacted by the DOE mandate to varying degrees. You may see in the AHRI directory that some of various sizes in these lines are designated by AHRI as 'Discontinued'. This does not mean we cannot continue to ship these products. We significantly increased inventory levels of the affected products in January and February (prior to the March 2 deadline) which allow us to continue to ship product as normal. Please continue to order product as you have been.

The Engineering group is aggressively working to achieve the necessary changes and many will be complete within the next 1-2 months. We will update you when revised product designations and efficiencies are available. Our website and literature will also be updated at that time.

Please let us know if you have any questions. Thank you.